

August 2017

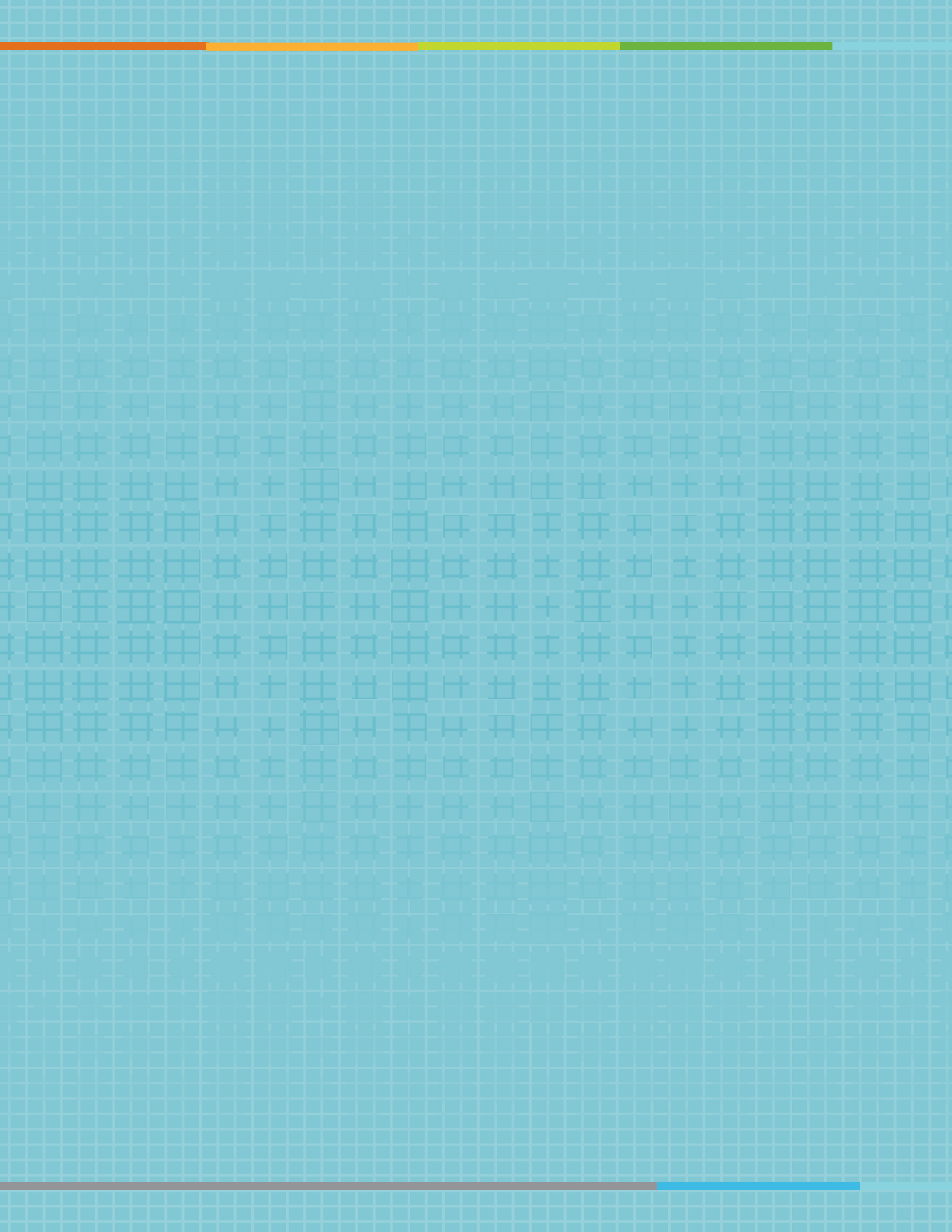


MISSOURI WORKS

Expanding Business and Creating Jobs

Report to the General Assembly
for Quarter Ending June 30, 2017

M I S S O U R I
Department of Economic Development





The Missouri Works Program was created to facilitate the creation and retention of high quality jobs by targeted business projects. It went into effect on August 28, 2013. The Program includes 6 categories for participating: Zone, Rural, Statewide, Mega 120, Mega 140, and Retention Works. The benefits may include the retaining of state withholding taxes and/or state tax credits. There are both “statutory” and “discretionary” components to the program (Missouri Works Summary Page 3).

Missouri Works is a “performance-based” incentive, such that the benefits are not provided until the actual new or retained payroll is documented at the end of each year of the company’s benefit period. In addition, each company that participates in the program must execute an agreement with DED to insure compliance, record keeping, and minimum job creation/retention, and in certain instances, minimum new capital investment.

Pursuant to RSMO 620.2020.15., the Department of Economic Development is required to provide on the following each quarter to the General Assembly:

- 1.A list of all approved and disapproved applicants for each tax credit (Pages 4 - 8);
- 2.A list of the aggregate amount of new or retained jobs that are directly attributable to the tax credits authorized (Pages 4 - 8);
- 3.A statement of the aggregate amount of new capital investment directly attributable to the tax credits authorized (Pages 4 - 8);
- 4.Documentation of the estimated net state fiscal benefit for each authorized project and, to the extent available, the actual benefit realized upon completion of such project or activity (Pages 4 - 8); and
5. The Department’s response time for each request for a proposed benefit award under this program (Page 9).

Missouri Works Summary

| Program Type | Minimum Job Number | Minimum Investment | Minimum Average Wage | Benefit Type | Statutory Benefit Calculation | Discretionary Benefit Calculation | Other notes |
|-----------------|--------------------|--------------------------------------|-----------------------------|--------------------------------------|---|---|---|
| Zone Works | 2 | \$100,000 within 2 years of approval | 80% of County Average Wage | Statutory | Retain 100% of State Withholding Tax of the new jobs for 5 years (or 6 yrs for existing MO Business | None | Project Facility must be located in an Enhanced Enterprise Zone |
| Rural Works | 2 | \$100,000 within 2 years of approval | 90% of County Average Wage | Statutory | Retain 100% of State Withholding Tax of the new jobs for 5 years (or 6 yrs for existing MO Business | None | Project facility must be located in a "rural" county, which would NOT include Boone, Buchanan, Clay, Greene, Jackson, St. Charles, and St. Louis City and County. |
| Statewide Works | 10 | None | 90% of County Average Wage | Statutory & Discretionary Components | Statutory: Retain 100% of State Withholding Tax of the new jobs for 5 years (or 6 yrs for existing MO Business. | An additional benefit of up to 6% of new payroll each yr for 5 yrs (6 yrs for an existing MO Business) in refundable tax credits (not to exceed 9% of new payroll). | |
| Mega Works 120 | 100 | None | 120% of County Average Wage | Statutory & Discretionary Components | Statutory: 6% of new payroll each yr for 5 years (6yrs for an existing MO business) in a combination of retained withholdings taxes and refundable tax credits. | An additional benefit of up to 3% of new payroll each yr for 5 yrs (6 yrs for an existing MO Business) in refundable tax credits (not to exceed 9% of new payroll). | |
| Mega Works 140 | 100 | None | 140% of County Average Wage | Statutory & Discretionary Components | Statutory: 7% of new payroll each yr for 5 years (6yrs for an existing MO business) in a combination of retained withholdings taxes and refundable tax credits. | An additional benefit of up to 2% of new payroll each yr for 5 yrs (6 yrs for existing MO Business) in refundable tax credits (not to exceed 9% of new payroll). | |
| Retention Works | 50 retained | 50% or more of the incentive total | 90% of County Average Wage | Discretionary | None | Retain up to 100% of State Withholding Tax for the retained jobs for up to 10 years. | Company must be at-risk for relocation out-of-state. |

Missouri Works Quarterly Report for Legislators Total Credits Authorized From 07/01/2016 To 06/30/2017

| Company Name/ Requestor Program | Product Status | Mo Works Project Type | Retained Jobs | Authorized Tax Credits | Authorized Withholding Amount | Projected Jobs | Anticipated Investment | Net General Revenue Benefit Ratio | Value-Added/ GSP in \$ |
|--|-------------------|-----------------------------|------------------|---------------------------|-------------------------------------|-------------------|---------------------------|---|---------------------------|
| Missouri Works - Mega 120 Works | | | | | | | | | |
| ALERE, INC | Approved | Statutory | | \$2,291,608.00 | \$2,819,785.00 | 286 | \$6,850,000.00 | | |
| EXPRESS SCRIPTS HOLDING COMPANY | Approved | Statutory | | \$5,399,534.00 | \$2,214,380.00 | 300 | \$10,000,000.00 | | |
| PRIVATE NATIONAL MORTGAGE ACCEPTANCE COMPANY LLC | Approved | Statutory | | \$1,277,189.00 | \$1,670,170.00 | 155 | \$3,355,585.00 | | |
| THE JONES FINANCIAL COMPANIES, LLLP | Approved | Statutory | | \$1,447,758.00 | \$1,781,442.00 | 150 | \$0.00 | | |
| VETERANS UNITED HOME LOANS (MORTGAGE RESEARCH CENTER) | Approved | Statutory | | \$1,633,260.00 | \$2,780,955.00 | 276 | \$0.00 | | |
| Total Mega 120 Works | | | | \$12,049,349.00 | \$11,266,732.00 | 1,167 | \$20,205,585.00 | Avg: 0.00 | |
| Missouri Works - Mega 140 Works | | | | | | | | | |
| AUTOALERT, LLC | Approved | Statutory | | \$4,236,171.00 | \$4,972,897.00 | 347 | \$4,500,000.00 | | |
| CENTENE CORPORATION | Approved | Statutory | | \$3,244,797.00 | \$3,377,237.00 | 200 | \$748,000,000.00 | | |
| CERNER CORPORATION | Approved | Statutory | | \$28,917,000.00 | \$0.00 | 1000 | \$423,701,863.00 | | |
| GLYNNDEVINS, INC | Approved | Statutory | | \$3,110,544.00 | \$3,651,508.00 | 265 | \$2,500,000.00 | | |
| STORE FINANCIAL USA, LLC | Approved | Statutory | | \$1,887,665.42 | \$2,215,955.00 | 127 | \$1,574,387.00 | | |
| TT COMPANIES, INC | Approved | Statutory | | \$5,816,656.00 | \$6,828,249.00 | 393 | \$12,000,000.00 | | |
| WORLD WIDE TECHNOLOGY HOLDING COMPANY, INC. | Approved | Statutory | | \$2,059,559.00 | \$2,143,622.00 | 125 | \$0.00 | | |
| Total Mega 140 Works | | | | \$49,272,392.42 | \$23,189,468.00 | 2,457 | \$1,192,276,250.00 | Avg: 0.00 | |
| Missouri Works - Retention Works | | | | | | | | | |
| SMITHFIELD FOODS, INC | Approved | Discretionary | 326 | \$0.00 | \$5,694,077.00 | | \$10,800,000.00 | 1.54 | \$18,982,000.00 |
| SRG GLOBAL COATINGS INC (SIEGEL-ROBERT, INC.) | Approved | Discretionary | 350 | \$3,393,979.00 | \$0.00 | | \$55,600,000.00 | 2.35 | \$13,977,000.00 |
| Total Retention Works | | | | \$3,393,979.00 | \$5,694,077.00 | 676 | \$66,400,000.00 | Avg: 1.95 | \$32,959,000.00 |
| Missouri Works - Rural Works | | | | | | | | | |

| Company Name/ Requestor Program | Product Status | Mo Works Project Type | Retained Jobs | Authorized Tax Credits | Authorized Withholding Amount | Projected Jobs | Anticipated Investment | Net General Revenue Benefit Ratio | Value-Added/ GSP in \$ |
|---|-------------------|-----------------------------|------------------|---------------------------|-------------------------------------|-------------------|---------------------------|---|---------------------------|
| CONSUMERS OIL AND SUPPLY CO. | Approved | Statutory | | \$0.00 | \$47,542.00 | 6 | \$1,000,000.00 | | |
| KINGDOME, INC. | Approved | Statutory | | \$0.00 | \$56,443.00 | 15 | \$400,000.00 | | |
| RS WAGNER, LLC DBA MERAMEC HEIGHTS COLLISION CENTER | Approved | Statutory | | \$0.00 | \$13,995.00 | 2 | \$100,000.00 | | |
| Total Rural Works | | | | \$0.00 | \$117,980.00 | 23 | \$1,500,000.00 | Avg: 0.00 | |
| Missouri Works - Statewide Works | | | | | | | | | |
| 3M COMPANY | Approved | Discretionary | | \$490,106.00 | \$740,754.00 | 60 | \$44,485,000.00 | 7.57 | \$732,208,000.00 |
| ADVANCED DRAINAGE SYSTEMS, INC. | Approved | Statutory | | \$0.00 | \$221,300.00 | 33 | \$17,975,000.00 | | |
| ALCAMI MISSOURI CORPORATION | Approved | Statutory | | \$0.00 | \$93,656.00 | 10 | \$10,700,000.00 | | |
| ALCAMI MISSOURI CORPORATION | Approved | Statutory | | \$0.00 | \$86,916.00 | 10 | \$7,000,000.00 | | |
| ALPS ALTERNATIVE INVESTMENT SERVICES, LLC | Approved | Statutory | | \$0.00 | \$621,445.00 | 100 | \$250,000.00 | | |
| ALTEC INDUSTRIES, INC. | Approved | Statutory | | \$0.00 | \$909,454.00 | 105 | \$47,800,000.00 | | |
| AMERICAN MARKSMAN, LLC | Approved | Statutory | | \$0.00 | \$671,718.00 | 65 | \$63,251,874.00 | | |
| ANDERS, MINKLER, HUBER & HELM, LLP | Approved | Statutory | | \$0.00 | \$141,882.00 | 15 | \$0.00 | | |
| ARDENT IT SOLUTIONS, LLC | Approved | Statutory | | \$0.00 | \$82,658.00 | 10 | \$0.00 | | |
| AUSTIN MACHINE COMPANY | Approved | Statutory | | \$0.00 | \$83,338.00 | 11 | \$1,500,000.00 | | |
| BRADFORD AND GALT, INCORPORATED | Approved | Statutory | | \$0.00 | \$749,319.00 | 65 | \$0.00 | | |
| BRIGHTON AGENCY, INC. | Approved | Statutory | | \$0.00 | \$138,553.00 | 10 | \$630,000.00 | | |
| BUNGE HOLDINGS NORTH AMERICA, INC. | Approved | Discretionary | | \$920,215.00 | \$860,993.00 | 40 | \$48,507,292.00 | 2.85 | \$15,086,493.00 |
| CHALLENGE MFG. HOLDINGS, INC. | Approved | Discretionary | | \$1,197,584.00 | \$1,796,377.00 | 249 | \$52,776,701.00 | 6.54 | \$1,342,468,000.00 |
| CLOUDWARE LLC DBA BLUESTRAATA EHR | Approved | Statutory | | \$0.00 | \$220,801.00 | 19 | \$138,000.00 | | |
| CORELINK ENTERPRISES LLC | Approved | Statutory | | \$0.00 | \$498,909.00 | 50 | \$6,500,000.00 | | |

| Company Name/ Requestor Program | Product Status | Mo Works Project Type | Retained Jobs | Authorized Tax Credits | Authorized Withholding Amount | Projected Jobs | Anticipated Investment | Net General Revenue Benefit Ratio | Value-Added/ GSP in \$ |
|--|-------------------|-----------------------------|------------------|---------------------------|-------------------------------------|-------------------|---------------------------|---|---------------------------|
| CRAFTSMEN INDUSTRIES, INC. | Approved | Statutory | | \$0.00 | \$85,351.00 | 12 | \$0.00 | | |
| CROSSFIRST BANK | Approved | Statutory | | \$0.00 | \$1,163,681.00 | 40 | \$1,000,000.00 | | |
| CRYOVAC, INC (SEALED AIR CORP.) | Approved | Statutory | | \$0.00 | \$430,069.00 | 38 | \$31,000,000.00 | | |
| CUSHMAN & WAKEFIELD U.S., INC. | Approved | Discretionary | | \$153,311.00 | \$476,797.00 | 50 | \$5,000,000.00 | 3.63 | \$1,019,318,000.00 |
| DRXPRT CLOUD CORP DBA MEDINEXO | Approved | Statutory | | \$0.00 | \$658,020.00 | 75 | \$0.00 | | |
| DST HEALTH SOLUTIONS, LLC | Approved | Statutory | | \$0.00 | \$1,291,402.00 | 315 | \$100,000.00 | | |
| ENGAGED IN LIFE, LLC | Approved | Discretionary | | \$143,176.00 | \$306,396.00 | 40 | \$11,117,000.00 | 1.07 | \$162,354,000.00 |
| ENGLUBE, INC. | Approved | Statutory | | \$0.00 | \$619,271.00 | 36 | \$6,900,000.00 | | |
| ENVIRONMENTAL WORKS, INC. | Approved | Statutory | | \$0.00 | \$106,268.00 | 10 | \$0.00 | | |
| ENVIROTECH PUMPSYSTEMS, INC.DBA WEIR MINERALS LEWIS PUMPS | Approved | Discretionary | | \$570,897.00 | \$0.00 | 35 | \$2,300,000.00 | 8.65 | \$169,159,000.00 |
| ENVISION, LLC | Approved | Statutory | | \$0.00 | \$1,710,560.00 | 153 | \$140,000.00 | | |
| ESSIG M, LLC | Approved | Statutory | | \$0.00 | \$103,527.00 | 15 | \$10,000.00 | | |
| EVOLYTICS, LLC | Approved | Statutory | | \$0.00 | \$123,110.00 | 10 | \$0.00 | | |
| EXHIBIT ASSOCIATES, INC. | Approved | Statutory | | \$0.00 | \$158,566.00 | 18 | \$6,094,500.00 | | |
| FINLOCKER, LLC | Approved | Statutory | | \$0.00 | \$200,039.00 | 15 | \$0.00 | | |
| GLOBAL SURGICAL CORPORATION | Approved | Statutory | | \$0.00 | \$80,250.00 | 10 | \$210,000.00 | | |
| HEARTLAND PET FOOD MANUFACTURING (BLUE BUFFALO) | Approved | Discretionary | | \$108,865.00 | \$144,310.00 | 24 | \$57,500,000.00 | 4.62 | \$104,065,000.00 |
| HMA, INC. | Approved | Statutory | | \$0.00 | \$1,355,954.00 | 42 | \$3,000,000.00 | | |
| HNTB HOLDINGS LTD. | Approved | Statutory | | \$0.00 | \$640,131.00 | 38 | \$702,000.00 | | |
| HOFFMANN BROTHERS HEATING & AIR CONDITIONING INC | Approved | Statutory | | \$0.00 | \$591,604.00 | 72 | \$2,200,000.00 | | |
| HUB GROUP, INC. | Approved | Statutory | | \$0.00 | \$1,108,715.00 | 150 | \$1,340,957.00 | | |
| HUVEPHARMA, INC. | Approved | Discretionary | | \$42,929.00 | \$103,030.00 | 12 | \$18,958,000.00 | 5.79 | \$203,780,000.00 |
| J.W. SOFTWARE, INC. | Approved | Statutory | | \$0.00 | \$166,264.00 | 10 | \$0.00 | | |

| Company Name/ Requestor Program | Product Status | Mo Works Project Type | Retained Jobs | Authorized Tax Credits | Authorized Withholding Amount | Projected Jobs | Anticipated Investment | Net General Revenue Benefit Ratio | Value-Added/ GSP in \$ |
|---|-------------------|-----------------------------|------------------|---------------------------|-------------------------------------|-------------------|---------------------------|---|---------------------------|
| JASPER PRODUCTS, LLC | Approved | Statutory | | \$0.00 | \$325,501.00 | 30 | \$26,500,000.00 | | |
| JOHN HENRY FOSTER CO ST LOUIS INC | Approved | Statutory | | \$0.00 | \$183,600.00 | 20 | \$0.00 | | |
| KATALYST GROUP, INC. | Approved | Statutory | | \$0.00 | \$160,909.00 | 29 | \$250,000.00 | | |
| LIFESTYLE PUBLICATIONS, LLC | Approved | Statutory | | \$0.00 | \$411,556.00 | 65 | \$0.00 | | |
| MARK' ANDY, INC. | Approved | Statutory | | \$0.00 | \$149,695.00 | 10 | | | |
| MARYVILLE DATA SYSTEMS INC DBA MARYVILLE TECHNOLOG | Approved | Statutory | | \$0.00 | \$310,522.00 | 14 | \$1,270,000.00 | | |
| MILESTONE EQUIPMENT HOLDINGS, LLC | Approved | Statutory | | \$0.00 | \$150,512.00 | 10 | \$0.00 | | |
| NATIONAL INFORMATION SOLUTIONS COOPERATIVE, INC. | Approved | Statutory | | \$0.00 | \$276,347.00 | 37 | \$0.00 | | |
| NESHER PHARMACEUTICALS USA LLC | Approved | Discretionary | | \$138,134.00 | \$304,815.00 | 30 | \$35,000,000.00 | 8.63 | \$614,166,000.00 |
| OWENS CORNING MINERAL WOOL LLC | Approved | Discretionary | | \$465,057.00 | \$253,667.00 | 38 | \$50,000,000.00 | 1.28 | \$494,171,000.00 |
| PARKER HANNIFIN CORP | Approved | Statutory | | \$0.00 | \$156,095.00 | 30 | \$0.00 | | |
| PIPKINS, INC. | Approved | Statutory | | \$0.00 | \$150,258.00 | 10 | \$0.00 | | |
| PREMIUM WATERS, INC. | Approved | Discretionary | | \$71,110.00 | \$152,176.00 | 38 | \$11,100,000.00 | 4.16 | \$422,163,000.00 |
| RAPID RESPONSE ROOFING & RESTORATION FKA RAPID RESPONSE ROOFING | Approved | Statutory | | \$0.00 | \$103,279.00 | 15 | \$600,000.00 | | |
| ROS TECHNOLOGY SERVICES, INC. | Approved | Statutory | | \$0.00 | \$552,682.00 | 50 | \$3,388,000.00 | | |
| RSII CORPORATION DBA FLUENCE | Approved | Statutory | | \$0.00 | \$1,282,266.00 | 80 | \$1,000,000.00 | | |
| RYAN WYSE TECHNOLOGY & DESIGN LLC DBA CODE KOALAS | Approved | Statutory | | \$0.00 | \$405,594.00 | 88 | \$50,000.00 | | |
| S&B PHARMA, INC DBA ALKEM LABORATORIES | Approved | Statutory | | \$0.00 | \$327,627.00 | 30 | \$0.00 | | |
| SAPPER CONSULTING LLC | Approved | Statutory | | \$0.00 | \$136,800.00 | 20 | \$12,000.00 | | |
| SCHREIBER FOODS, INC. | Approved | Statutory | | \$0.00 | \$770,148.00 | 85 | \$40,000,000.00 | | |

| Company Name/ Requestor Program | Product Status | Mo Works Project Type | Retained Jobs | Authorized Tax Credits | Authorized Withholding Amount | Projected Jobs | Anticipated Investment | Net General Revenue Benefit Ratio | Value-Added/ GSP in \$ |
|--|-------------------|-----------------------------|------------------|---------------------------|-------------------------------------|-------------------|---------------------------|---|---------------------------|
| SEYER INDUSTRIES, INC. | Approved | Discretionary | | \$108,010.00 | \$178,756.00 | 15 | \$11,500,000.00 | 2.09 | \$719,536,000.00 |
| SEYER INDUSTRIES, INC. | Approved | Discretionary | | \$148,334.00 | \$245,492.00 | 20 | \$0.00 | 2.09 | \$719,536,000.00 |
| SLALOM LLC | Approved | Statutory | | \$0.00 | \$563,714.00 | 36 | \$0.00 | | |
| SOFTVU LLC | Approved | Statutory | | \$0.00 | \$1,230,131.74 | 78 | \$0.00 | | |
| SOUTHERN GRAPHICS SYSTEMS, LLC | Approved | Statutory | | \$0.00 | \$207,677.00 | 20 | \$100,000.00 | | |
| TALX CORPORATION DBA EQUIFAX WORKFORCE SOLUTIONS | Approved | Statutory | | \$0.00 | \$1,025,922.00 | 50 | \$3,000,000.00 | | |
| THE HOLLIS & MILLER GROUP INC DBA HOLLIS + MILLER ARCHITECTS INC | Approved | Statutory | | \$0.00 | \$1,017,812.00 | 59 | \$2,500,000.00 | | |
| THE WHITLOCK COMPANY, LLP | Approved | Statutory | | \$0.00 | \$688,252.00 | 51 | \$1,242,500.00 | | |
| TOTAL QUALITY LOGISTICS, LLC | Approved | Statutory | | \$0.00 | \$694,117.00 | 100 | \$530,000.00 | | |
| TRANSLUX CORPORATION | Approved | Discretionary | | \$153,020.00 | \$263,828.00 | 40 | \$2,800,000.00 | 18.53 | \$745,728,000.00 |
| TUCKER ALLEN, LLC | Approved | Statutory | | \$0.00 | \$408,241.00 | 28 | \$3,000,000.00 | | |
| U.S. BANK NATIONAL ASSOCIATION | Approved | Discretionary | | \$271,107.00 | \$897,365.00 | 76 | \$290,000.00 | 11.12 | \$1,943,817,000.00 |
| UNITECH CONSULTING, LLC DBA CHAMELEON INTEGRATED SERVICES) | Approved | Statutory | | \$0.00 | \$499,800.00 | 60 | \$7,000,000.00 | | |
| VIRGIN MOBILE USA- EVOLUTION, INC. | Approved | Statutory | | \$0.00 | \$2,077,433.00 | 84 | \$0.00 | | |
| VML, INC. | Approved | Statutory | | \$0.00 | \$1,473,089.00 | 120 | \$5,500,000.00 | | |
| WAYZATA HOME PRODUCTS LLC | Approved | Statutory | | \$0.00 | \$794,584.00 | 98 | \$1,950,000.00 | | |
| WILHOIT PROPERTIES, INC. | Approved | Statutory | | \$0.00 | \$299,841.00 | 24 | \$0.00 | | |
| Total Statewide Works | | | | \$4,981,855.00 | \$40,412,880.74 | 3,930 | \$681,497,324.00 | Avg: 5.91 | \$9,407,555,493.00 |
| Missouri Works - Zone Works | | | | | | | | | |
| AB MAURI FOOD, INC | Approved | Statutory | | \$0.00 | \$139,042.00 | 7 | \$3,000,000.00 | | |
| AJINOMOTO WINDSOR INC | Approved | Statutory | | \$0.00 | \$364,344.00 | 63 | \$38,925,000.00 | | |

| Company Name/ Requestor Program | Product Status | Mo Works Project Type | Retained Jobs | Authorized Tax Credits | Authorized Withholding Amount | Projected Jobs | Anticipated Investment | Net General Revenue Benefit Ratio | Value-Added/ GSP in \$ |
|---|-------------------|-----------------------------|------------------|---------------------------|-------------------------------------|-------------------|---------------------------|---|---------------------------|
| ALPHA ENERGY AND ELECTRIC, INC. DBA ALPHA GENERAL CONTRACTING | Approved | Statutory | | \$0.00 | \$595,403.00 | 36 | \$1,000,000.00 | | |
| APEX ENGINEERS KS, INC. DBA APEX ENGINEERS, INC. | Approved | Statutory | | \$0.00 | \$17,042.00 | 2 | \$100,000.00 | | |
| CENTRAL STATE ENTERPRISES OF MISSOURI | Approved | Statutory | | \$0.00 | \$155,617.00 | 25 | \$100,000.00 | | |
| CROSSROADS FINANCIAL MANAGEMENT INC | Approved | Statutory | | \$0.00 | \$223,648.00 | 4 | \$1,071,000.00 | | |
| CURRENT ELECTRIC, HEATING AND AIR, INC. | Approved | Statutory | | \$0.00 | \$18,836.00 | 4 | \$275,000.00 | | |
| DRIVERSITI INC. | Approved | Statutory | | \$0.00 | \$226,327.00 | 10 | \$2,000,000.00 | | |
| DURACOMM CORPORATION | Approved | Statutory | | \$0.00 | \$134,532.00 | 25 | \$400,000.00 | | |
| E.S. ELEY & SONS FUNERAL CHAPEL, INC. | Approved | Statutory | | \$0.00 | \$19,863.00 | 3 | \$100,000.00 | | |
| EARTH-TO-GO, INC. | Approved | Statutory | | \$0.00 | \$87,199.00 | 28 | \$6,790,000.00 | | |
| EPARTMENT COMMUNITIES, LLC | Approved | Statutory | | \$0.00 | \$15,190.00 | 2 | \$10,000,000.00 | | |
| HICKORY SPECIALTIES INC. | Approved | Statutory | | \$0.00 | \$31,747.00 | 4 | \$14,295,000.00 | | |
| HIGH LIFE SALES COMPANY | Approved | Statutory | | \$0.00 | \$22,780.00 | 2 | \$7,500,000.00 | | |
| HOK GROUP, INC | Approved | Statutory | | \$0.00 | \$86,908.00 | 9 | \$100,000.00 | | |
| HOK GROUP, INC. | Approved | Statutory | | \$0.00 | \$46,601.00 | 4 | \$100,000.00 | | |
| HOMOLY AND ASSOCIATES, INC-DBA HOMOLY CONSTRUCTION. | Approved | Statutory | | \$0.00 | \$19,159.00 | 2 | \$110,000.00 | | |
| ITALGRANI ELEVATOR COMPANY | Approved | Statutory | | \$0.00 | \$232,723.00 | 25 | \$30,000,000.00 | | |
| JEFF AND JEFF PROMOTIONS LLC | Approved | Statutory | | \$0.00 | \$46,600.00 | 5 | \$425,000.00 | | |
| KC CROSSROADS HOSPITALITY, LLC | Approved | Statutory | | \$0.00 | \$98,806.00 | 17 | \$24,670,000.00 | | |
| KC DOORS MISSOURI, LLC | Approved | Statutory | | \$0.00 | \$74,301.00 | 10 | \$460,000.00 | | |
| KJB ENTERPRISES, INC, DBA KJB PACKAGING SOLUTIONS | Approved | Statutory | | \$0.00 | \$15,741.00 | 3 | \$200,000.00 | | |
| LAKEWAY PUBLISHERS, INC (DBA PRESS JOURNAL PRINTING) | Approved | Statutory | | \$0.00 | \$25,507.00 | 10 | \$400,000.00 | | |

| | | | | | | | | | |
|---|----------|-----------|--|-----------------|-----------------|-------|--------------------|-----------|--------------------|
| LAMMERS CONSULTING GROUP DBA TRICENSION | Approved | Statutory | | \$0.00 | \$108,675.00 | 7 | \$108,000.00 | | |
| LEGGETT & PLATT, INCORPORATED | Approved | Statutory | | \$0.00 | \$52,727.00 | 10 | \$1,200,000.00 | | |
| LIKARDA, LLC | Approved | Statutory | | \$0.00 | \$123,736.00 | 16 | \$517,885.00 | | |
| MEMORY HEALTHCARE TECHNOLOGIES, LLC | Approved | Statutory | | \$0.00 | \$38,167.00 | 9 | \$12,000,000.00 | | |
| MENARD, INC. | Approved | Statutory | | \$0.00 | \$537,726.00 | 129 | \$48,632,337.00 | | |
| MODERN LITHO, INC. | Approved | Statutory | | \$0.00 | \$33,146.00 | 5 | \$4,000,000.00 | | |
| NATIVE DIGITAL LLC | Approved | Statutory | | \$0.00 | \$50,788.00 | 6 | \$228,100.00 | | |
| NEMO MANUFACTURING, INC. | Approved | Statutory | | \$0.00 | \$45,252.00 | 8 | \$266,000.00 | | |
| NEXTPAGE, INC (FKA MAIL PRINT) | Approved | Statutory | | \$0.00 | \$62,512.00 | 5 | \$3,230,000.00 | | |
| NOVACOPY, INC. | Approved | Statutory | | \$0.00 | \$21,683.00 | 6 | \$900,000.00 | | |
| O'REILLY HOSPITALITY MANAGEMENT, LLC | Approved | Statutory | | \$0.00 | \$21,096.00 | 9 | \$6,500,000.00 | | |
| PEGASUS FINANCIAL INCORPORATED | Approved | Statutory | | \$0.00 | \$133,674.00 | 24 | \$283,000.00 | | |
| PERFECTSIGNS.COM, LLC | Approved | Statutory | | \$0.00 | \$6,828.00 | 2 | \$200,000.00 | | |
| PRIMUS CORPORATION | Approved | Statutory | | \$0.00 | \$37,058.00 | 3 | \$100,000.00 | | |
| SENTIO BIOSCIENCES LLC | Approved | Statutory | | \$0.00 | \$98,519.00 | 25 | \$4,000,000.00 | | |
| ST. JOE PETROLEUM CO. | Approved | Statutory | | \$0.00 | \$25,227.00 | 3 | \$110,000.00 | | |
| STROGO MANUFACTURING, INC | Approved | Statutory | | \$0.00 | \$96,794.00 | 14 | \$1,364,662.00 | | |
| THE MCCLURE CORPORATION DBA MCCLURE ENGINEERING | Approved | Statutory | | \$0.00 | \$44,021.00 | 3 | \$9,050,000.00 | | |
| TRIUMPH FOODS, LLC | Approved | Statutory | | \$0.00 | \$464,827.00 | 72 | \$1,500,000.00 | | |
| VERVE DESIGN STUDIO, INC.. | Approved | Statutory | | \$0.00 | \$60,935.00 | 10 | \$400,000.00 | | |
| VITAL FARMS OF MISSOURI, LLC | Approved | Statutory | | \$0.00 | \$228,295.00 | 50 | \$10,650,000.00 | | |
| WATSON METAL MASTERS, INC. | Approved | Statutory | | \$0.00 | \$113,316.00 | 16 | \$4,600,000.00 | | |
| Total Zone Works | | | | \$0.00 | \$5,127,475.00 | 735 | \$252,040,984.00 | Avg: 0.00 | |
| Total Quarter Ending 7.16.16 - 6.30.17 | | | | \$69,697,575.42 | \$85,808,612.74 | 8,312 | \$2,213,920,143.00 | Avg: 5.44 | \$9,440,514,493.00 |

Proposal Assignment Tracking (April 1, 2017 - June 30, 2017)

| Project ID | # of Business Days from PIR to RFP | # of Business Days from RFP to Proposal | # of Business Days from PIR to Response |
|--------------------------------------|------------------------------------|---|---|
| 1612006 | 0 | 2 | 2 |
| 1612015 | 1 | 1 | 2 |
| 1701004 | 1 | 3 | 1 |
| 1701017 | 4 | 7 | 2 |
| 1702003 | 2 | 3 | 0 |
| 1702005 | 3 | 2 | 2 |
| 1702010 | 2 | 3 | 0 |
| 1702012 | 7 | 2 | 0 |
| 1702013 | 0 | 2 | 2 |
| 1702015 | 3 | 2 | 0 |
| 1702016 | 2 | 0 | 1 |
| 1703004 | 4 | 5 | 1 |
| 1703010 | 2 | 5 | 0 |
| 1703012 | 0 | 5 | 0 |
| 1703018 | 0 | 4 | 0 |
| 1703020 | 1 | 4 | 0 |
| 1703021 | 2 | 2 | 4 |
| Average Response Time in Days | | | 1.00 |

*Duplicate Project ID #'s indicate multiple requested proposals.

Notes:

*PIR = Date Completed Project Information Request is submitted to DED.

**RFP = Date Request for Proposal is submitted to Finance.

***Proposal = Date Proposal is completed and sent to Company.

****Response = Date Proposal is sent to Company or Date of Response Letter, whichever is first.

